

**BEFORE THE STATE OF RHODE ISLAND AND PROVIDENCE**

**PLANTATIONS**

**PUBLIC UTILITIES COMMISSION**

**TESTIMONY**

**OF**

**ARTHUR D. SILVIA**

**ON BEHALF OF VERIZON NEW ENGLAND INC.,**

**d/b/a VERIZON RHODE ISLAND**

**ATTACHMENT 1**

**DOCKET NO. 3179**

***VERIZON RHODE ISLAND***

***COMPETITIVE PROFILE***

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### Introduction

The following material contains information that displays Verizon RI's estimate of the level of competition that it is experiencing in the telecommunications market within the State of Rhode Island. The profile has been constructed for every wire center within the State of Rhode Island.

**Material in the profile is highly proprietary. Protective treatment is appropriate to preserve the competitive interests of all telecommunications service providers in the State, including Verizon RI.**

The profiles are assembled by accumulating the following access line data:

- a) The number of Residence and Business retail lines provisioned by Verizon RI.
- b) The number of Residence and Business lines provisioned by resellers utilizing Verizon RI facilities.
- c) The number of Residence and Business lines provisioned by competitors utilizing UNE-P Verizon RI facilities.
- d) The number of Facilities Based Residence and Business lines provisioned by competitors utilizing competitor provided facilities.

Section A of the profile contains a summary of Business and Residence data for Retail, Resale, UNE-P, and E911 at the wire center level.

Section B of the profile contains the full array of data (a through d above) for February 2002. In association with that data, this section also contains a listing of the active Competitors operating in the wire center and a matrix that displays the categories of services provided by those competitors. The matrix is based primarily on filed tariffs.

Section C of the profile contains a summary of services provided by the Competitors identified under Section B of the profile. The primary source used to prepare these summaries was Competitor-provided information as available on the Competitor's Internet web site.

## The Rhode Island Competitive Profile

### Profile Development

Data was obtained at the wire center level for residence and business classes of service.

### Data Collection

a) Retail Lines:

Access line volumes were extracted from Verizon RI's access line database for each wire center. The categories of lines included in these counts include the following:

- i. Residence—Primary, Non-Primary, ISDN-BRI
- ii. Business—Basic, Centrex, PBX (including DID and DOD), Flexpath, ISDN-PRI, ISDN-BRI, WATS (including inward and outward), Public Access Lines (Payphones) and Feature Group A Trunks.

Access lines were summarized to either the residence or business level for each wire center.

b) Resale Lines:

Data was also obtained from the access line database and summarized to Residence and Business categories for each wire center. These volumes include all of the access line categories described in (a) above that were used in the Retail line development.

c) UNE-Platforms:

UNE-Platforms were also obtained from the access line database for each wire center. The data was gathered for both residence and business categories.

d) Facility Based Access Lines:

**Facility based access lines are derived from the number of listings that CLECs load into the E-911 database. This approach for measuring facility-based competition is conservative. As its name indicates, the E-911 database contains end-user specific information for use by emergency response providers. Using E-911 listings as a surrogate for facility based competition indicates that the measure will count only those lines viable for emergency contact purposes (i.e., voice lines).**

### Section A

Retail lines, resale lines, UNE-P and facility-based access lines were consolidated to the wire center level. Section A provides a summary of this data by wire center. Included in this summary are the wire center name and associated CLLI (Common Language Location Identifier) Code, the number of residence and business retail lines, the number of residence and business resale lines, the number of residence and business UNE-Platform arrangements, and the number of residence and business E-911 listings. The three categories of competitive

access lines are added together and appear under the “Total Competitive” heading. The data included in this summary represents February 2002.

#### Section B

In Section B, the individual wire center profiles were expanded. In addition to identifying the type and number of access lines within each wire center, the carriers utilizing each form of market entry were identified.

Section B also contains the numerical demonstration of Verizon RI’s estimate of the level of competition. Included in this section are access line volumes for February 2002. The information provided for February 2002, is a detailed breakdown of the summary provided in Section A.

In addition, a list of the CLECs for whom Verizon has provisioned a collocation within the wire center is identified.

Finally, Section B also contains a matrix of the end-user services offered by each active competitor within the wire center.

## Rhode Island Competitive Profile

### **Section A\***

**\* Note: Section A Contains Proprietary/Confidential Information-Not For Release**

## Rhode Island Competitive Profile

### **Section B\***

**\* Note: Section B Contains Proprietary/Confidential Information-Not For Release**

# **Rhode Island Competitive Profile**

## **Section C**

**1COM** is a full service telecommunications company and authorized Verizon reseller who specializes in servicing small to medium size firms in a variety of businesses.

Product/Service Offerings:

- Local and Long Distance Calling
  - Residential and Business Exchange Service--All of the products, calling plans and services as provided via Resale.
- International Calling
- Internet Services
  - Integrated T1, T1, Fractional T1, Frame Relay , ISDN, Point-to-Point Dedicated Lines
  - High Speed Internet-DS3 to OC48, Fast Ethernet, Gigabit Ethernet
- Communications Equipment
- Wiring-Business and Residential (for voice, data, and cable TV)
- Conference Calling Services
- Wireless Service

Website Source(s): [www.1cominc.com](http://www.1cominc.com)

**Adelphia Telecommunications, Inc/Adelphia Business Solutions (ABIZ)** is a leading provider of facilities-based integrated communications services to customers that include businesses, governmental and educational end users and other communications services providers throughout the United States. ABIZ currently offers a full range of communications services in 75 markets. To serve their customers' broad and expanding communications needs, ABIZ has assembled a diverse collection of high-bandwidth, local and long-haul network assets. ABIZ intends to integrate these assets with advanced communications technologies and services in order to provide comprehensive end-to-end communications services over its network. ABIZ provides customers with communications services such as local switch dial tone (i.e., local phone service), long distance service, high-speed data transmission, and Internet connectivity. On June 25, 2002, Adelphia Communications filed for bankruptcy protection.

Product/Service Offerings:

- Residential and Business Network Switched Services (Local Calling-Local Measured and Flat Rate)
- Optional and Custom Calling Services
- Directory Assistance and Directory Listing Service
- Operator Services
- Business Trunk Service (analog and digital)
- ISDN-PRI and BRI
- IntraLATA/InterLATA Toll
- Centrex-Type Service
- Voice Messaging and Voice Mail Service
- Domestic and International Long Distance Service
- Calling Cards
- 800 Toll-free Service
- Dedicated Access Services (e.g., DS0, DDS, DS1, DS3, Fractional T1, Dark Fiber, Dim Fiber, Multiplexing, Private Local SONET, End Office Local Switching, Billing and Collection services).
- Integrated Access Service
- Frame Relay (with migration to ABIZ ATM technology)
- Internet Access (e.g., Switched dial-up via 56K and ISDN BRI; Dedicated hi-speed via 56K, T1 point-to-point, T3 point-to-point, and 10 Mbps)
- Internet Management Services
- Web Hosting
- Videoconferencing via ISDN-BRI
- Switched Access

Website Source(s): [www.adelphia-abs.com](http://www.adelphia-abs.com), [www.adelphia.com](http://www.adelphia.com)

Note: Originating service areas per PUC1 tariff: Pawtucket, Providence, Warwick

**Allegiance Telecom Inc.:** On or about 3/16/01, Allegiance purchased Medford Massachusetts-based **HarvardNet Company** which offered DSL service in Northeastern and Mid-Atlantic states. HarvardNet left the DSL business, but had continued operating as a Web hosting and managed services company. HarvardNet became part of Allegiance's Advanced Web Hosting division, **Hosting.com**. Hosting.com is the Internet and Web hosting division of Allegiance Telecom, a national telecom company offering voice service to over 120,000 customers. Allegiance is a competitive local exchange carrier who sells a suite of local, long-distance, high-speed data and Internet services to businesses in 28 markets across the U.S. Allegiance Telecom, Inc. was built to provide businesses with all the advantages of competition - higher service quality, competitive pricing and technological advancements. Allegiance offers voice, data and Internet - all from a single source, on one affordable bill.

Product/Service Offerings: Hosting.com

- Shared Hosting
- Dedicated Hosting
  - Full managed or self-managed
- Collocation Services
  - Secure collocation space for Web servers and other related hardware in Hosting's state-of-the-art Internet Data Centers. Hosting provides a range of space options from cabinets to cages, and ample power and bandwidth for your Web hosting applications
- Internet Connectivity
  - Dedicated Access from 256 Kbps to full 1.5Mbps (T1)
  - Multi-megabit Access
    - Dedicated Internet access at speeds from 3 Mbps to 12 Mbps for businesses that do not require the capacity of a full T3.

Website Source(s):

[www.itworld.com/Net/2623/NWW\\_3-16-01\\_allegiance](http://www.itworld.com/Net/2623/NWW_3-16-01_allegiance)

[www.hosting.com](http://www.hosting.com)

[www.algx.com](http://www.algx.com)

**ARC Networks (d/b/a InfoHighway Communications)** is a leading Integrated Communications Provider ("ICP") offering end-to-end solutions including broadband data and voice telecommunications services primarily to businesses in major markets in the northeastern United States. InfoHighway offers competitively priced, high quality "one-stop shopping" for high-speed data and Internet services, principally utilizing Digital Subscriber Line ("DSL") technology; web services, including web hosting; local and long distance telephone services; and network design and wiring services. In addition, InfoHighway will offer services, such as Virtual Private Networks ("VPNs"), on-line data backup over its network and new network features such as Voice-over-DSL ("VoDSL").

InfoHighway presently provides services in the following states: New York, New Jersey, Massachusetts, Rhode Island, Pennsylvania, Maryland, Washington D.C., Maine, Vermont, New Hampshire, Connecticut, and Virginia.

Product/Service Offerings:

- Local Service\* (Residential & Business) \*Although RI residential service is tariffed, local service may be limited to business customers in RI (per www notation).
- Long Distance (LD) which includes:
  - LD for Business
  - LD for Home
  - Dedicated Long Distance (Business only)
  - Custom International Service
  - Toll Free Numbers
  - Calling Card Service
- Centrex / PBX Trunks (DID, DOD, 2-Way Trunks)
- Regional Toll
- Conference Calling on Demand
- Voice Mail (for voice messages and fax messages)
- Auxiliary Features
- Dedicated Private Line Services (Voice Grade, Digital, DS-1, Fractional T-1)
- Frame Relay
- ATM
- VPNs
- High Speed Internet Access
  - DSL, Dedicated DS-1, ISDN, Basic Dial-up with Free Web-based Email and Email Manager
- LANs / WANs
- Web Services
- Data Services
- Network Services
- Telecommunications Management Services
- Wiring

Website Source(s): [www.fohwy.com](http://www.fohwy.com)

**AT&T Communications of New England, Inc. /TCG RI** is a *Facilities-Based* Competitive Local Exchange Carrier (*CLEC*).

Product/Service Offerings:

- Local Exchange Services (Business)
- Custom Calling Services
- Directory Listings
- Local Directory Assistance
- Local Operator Service
- Long Distance
- Universal Card Service
- Calling Card
- Credit Card
- Directory Services
- Local Lines and Trunks (DID Local, DOD Local, Originating toll free 8XX)
- Local Toll/Regional Toll
- Local Dedicated Service via DS1 Digital Facilities
- Data Services
- Private Line (T1, T3, Fractional T1, SONET)
- Frame Relay Service (with enhanced reliability and diverse routing options)
- Managed Internet Service
- Internet Connectivity
- Domain Administration
- ATM
- Local ISDN (Business)
- Dedicated Access & Call Completion Service
- Wireless Services
- Internet Access
- CPE
- DSL Internet Service (Business)
- IP/MIS Network Capabilities
- Web Hosting Services
- Cable Services
- Broadband Services

Website Source(s): [www.att.com](http://www.att.com)

**ATX / Corecomm:** Through various subsidiaries, CoreComm Limited offers telecommunications and Internet services to residential and business customers. These services are provided by three separate business groups, the residential group (CoreComm)<sup>1</sup>, the business group (ATX) and the Internet group (Voyager). CoreComm currently offers its residential customers voice, data and other telecommunications services. ATX offers customers a full range of high-speed communications services including long distance, local, toll-free, cellular, paging, internet access, web hosting and development, voice and data private line, network services and integration, fax broadcast, conference calling, PC- and web-based billing, prepaid calling and more. The unified company serves more than 400,000 customers in over 30 states, providing expertise in voice, data, wireless, and Internet communications.

Product/Service Offerings:

- Residential and Business Local Service (unlimited and measured)
- Custom Calling Service
- Regional Toll
- Toll-Free Service
- Calling Card Service
- ISDN
- Private Line Service (VG, DDS, DS1)
- Frame Relay
- Internet Access
  - Dedicated Access (ISDN, T1, Fractional T1, T3, OC3)
  - Dial Up (56K)
- Web Services (Design, Hosting, E-Commerce, Intranet Development, Database Integration, Multimedia, Internet Marketing/Consulting)
- Voice Mail (standard and advanced)
- Long Distance (LD calling cards and 888 Service)
- Centrex
- Wireless Cellular
- Paging
- Corporate Travel Service
- Inside Wire Plan
- Network Services and Integration
- Consulting and professional services
- Integrated Local, Toll, LD, and INET over T1 Access (ATX Core Connect Facilities Based product)

Website Source(s): [www.atx.com](http://www.atx.com), and [www.core.com](http://www.core.com)

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<sup>1</sup> Although CoreComm plans to offer residential service in your area (i.e., RI) in the future, at the present time we do not. Please check back soon. CoreComm is continuously expanding service areas all over the U.S. CoreComm currently offers local and long distance services throughout Ameritech and Bell Atlantic territories. CoreComm's paging, and cellular services are nationwide. Internet services are available in 57 major cities and 70 POPs across the country.

**Boston Telecommunication Services Corp. is a telecommunications company and Reseller.**

**Product/Service Offerings:**

- Local Prepaid Telephone Service (RI and MA residential customers)
  - Second Chance Service - Prepaid Flat-Rate Service
  - Custom Calling Features\*
  - Calling Plans\*
- Local One Rate Telephone Service (RI and MA residential customers)
  - Monthly phone bill is the same every month
  - Custom Calling Features\*
  - Calling Plans\*
- Passport Service (Business and Residence)
  - Dedicated assignment to a US phone line and a MA telephone number, whereby your calls are rerouted to your IP address anywhere in the world and calls made to you are free, and pay as little as 5 cents a minute for US calls.
- Providing Response to Business Need Requests for:
  - Local Telephone Service
  - Long Distance Service
  - Hardware (PBX, Auto Attendant, Voice Mail)
  - IP Voice Gateway
  - Web Site Design Services
- True Credit Services
  - On Line Credit Reports from all 3 national credit bureaus

**Website Source(s):** [www.bostel.com](http://www.bostel.com)

\* Note: Select from “most” Verizon Calling Plans and Features

## **WorldCom, Inc.**

- **Brooks Fiber Properties, Inc.**
- **MCI WorldCom, MCI Group**

WorldCom, Inc. is a pre-eminent global communications provider for the digital generation, operating in more than 65 countries. With one of the most expansive, wholly-owned IP networks in the world, WorldCom provides innovative data and Internet services for businesses to communicate in today's market. In April 2002, WorldCom launched The Neighborhood (a new nationwide local phone company) built by MCI - the industry's first truly any-distance, all-inclusive local and long-distance offering unlimited local and long distance calling, to consumers for one fixed monthly price. Effective July 12, 2002, WorldCom will eliminate its tracking stock structure and have one class of common stock with the NASDAQ ticker symbol WCOM. WorldCom has over 120 switches and 9,000 miles of fiber-optic cable serving 92 metropolitan statistical areas across the United States

MCI group, an operating unit of WorldCom, Inc., is a leading provider of residential voice, advanced messaging and commercial telecommunications services in the United States. The MCI group offers a robust portfolio of products, including local, international and long-distance voice services, advanced messaging, and wholesale voice, dial-up Internet and data services.

### **Products / Services Offered:**

- **The Neighborhood-Residence and Business:** Unlimited long distance calls, local calls, 5 calling features, voicemail, calling card, wiring maintenance plan.
- Long Distance (business)
- Regional Toll (business)
- Prepaid Calling Cards (business)
- Internet Wholesale
- Telecom Wholesale Services (Voice Products, Mgmt. Tools, Value Added Svcs.)
- **Voice Services:**
  - **Local Service (Voice-Business)**--Carries calls that begin and end within your local calling area. Features include Operator Services, Directory Assistance, 911 Service, and more.
    - Business Lines with Features
    - Local Trunks
    - T1
    - ISDN-PRI
  - Calling Card
  - Toll Free Service
  - Long Distance
  - Switched Digital Services (inbound and outbound)
  - Voice Portal

## WorldCom, Inc. (continued)

### Products / Services Offered:

- Internet Access
  - Internet Dial: Speeds up to 56 Kbps analog or up to 128 Kbps
  - DSL-Speeds up to 768Kbps
  - Dedicated Internet--High Speed up to 1.5 Mbps
  - ISDN PRI
  - Broadband Solutions (broadband wireless, DSL solutions, fiber solutions)
  - Corporate Remote Access
  - Ethernet Solutions
- Data Networking:
  - ATM (DS1, E1, NxDS1, DS3, E3, OC3, OC12)
  - Frame Relay--(Metro, Domestic, International, Private IP, T3 Fast ports, Sub-rate T3 ports, NxDS1 ports, etc.)
  - Managed Services--An array of comprehensive solutions for outsourcing management of network infrastructure. Employing industry leading hardware and software resources, managed services provides a wide range of options, from CPE procurement to a custom, fully-managed network environment.
  - Ethernet Solutions
  - Network Collocation
  - Interworking ATM with Frame Relay and the Internet
  - Private Line (Domestic):
    - DS0, DS1, DS3, SONET, SONET Multipoint
    - Web Digital Reconfiguration Service
  - Private Line (International)--Full time dedicated private line connections for high-volume specialized voice, imaging, data transfer and videoconferencing needs via WorldCom's domestic backbone and international partnerships.
  - Private Line Enterprise Backbone Networking
  - Private/Hybrid Frame, ATM and IP Networking
  - Disaster Recovery
  - Lan-to-Lan Service
- Hosting
  - Managed Hosting
  - Internet Collocation

WorldCom, Inc. (continued)

Products / Services Offered:

- VPN Services
- Web Center
- Security Solutions
- Voice Over IP
- Managed Services--An array of comprehensive solutions for outsourcing management of network infrastructure. Employing industry leading hardware and software resources, Managed Services provides a wide range of options – from CPE procurement to a custom, fully-managed network environment
- Paging
- Enhanced Call Routing
- Conferencing

**Website Source(s):**

**[www1.worldcom.com](http://www1.worldcom.com)**

[www.buiness.com/directory/telecommunications/brooks\\_fiber\\_properties,](http://www.buiness.com/directory/telecommunications/brooks_fiber_properties,_inc/profile/)  
[\\_inc/profile/](http://www.buiness.com/directory/telecommunications/brooks_fiber_properties,_inc/profile/)

[www.mci.com](http://www.mci.com)

## **Conversent Communications**

- **Business Long Distance**
- **New England Voice and Data**

A facilities-based communications provider with six Class 5 telephone switches and more than 2000 miles of fiber optic network, Conversent designs and delivers bundled telecommunications and broadband services that meet the specific needs of individual businesses from small neighborhood companies to enterprise customers. The company provides its customers with a broad portfolio of voice, data and Internet services, including Web hosting and collocation, broadband, and virtual private network services. Conversent is committed to providing the highest level of customer service and the right communications solution to all its clients, with a focus on improving business productivity, performance, and managing cost.

### **Product/Service Offerings:**

- **Voice Solutions**
  - Basic Business Lines (with 9XX blocking and multiline hunting)
  - Optional Features
  - Custom Calling Features
  - Netflex DS1
  - Netflex PRI
  - Netflex Extra (DID/DOD)
  - Integrated T1
  - Centrex
  - Long Distance (InterLATA / Intrastate and Interstate, and International)
  - Toll Free 800/888 Service
  - Calling Card
  - Enhanced Voice Features
  - Audio Conferencing
  - Operator Services
  - Directory Assistance
- **Internet and Data Solutions**
  - DSL
  - DS1 and DS3 (Dedicated)
  - ATM
  - Data Networking Solutions
  - Web Hosting
  - Secure Remote Access
  - Data Center Collocation

Website Source(s): [www.nevd.net](http://www.nevd.net), [www.conversent.com](http://www.conversent.com)

Note: Service Area: Cranston, E. Greenwich, E. Providence, Newport, Pawtucket, Providence, Warwick, W. Warwick, Woonsocket.



### **COVAD Communications**

- DIECA Communications

Covad is an Internet Service Providers (ISP). As the leading national broadband service provider of high-speed Internet and network access utilizing Digital Subscriber (DSL) technology, their services include DSL, IP and dial-up services through Internet Service Providers, telecommunications carriers, enterprises, affinity groups, PC OEMs and ASPs to small and medium-sized businesses and home users. Covad services are currently available across the United States in 94 of the top Metropolitan Statistical Areas (MSAs). Covad's network currently covers more than 40 million homes and business and reaches approximately 40 to 45 percent of all US homes and businesses.

#### Product/Service Offerings:

- **Business Services:**
  - Access Service (Telespeeds of 1.5Mbps, 1.1Mbps, 768Kbps, 384Kbps, 192Kbps and 144 Kbps). (TeleXtend Services over T1 access = 1.5Mbps, 768Kbps, 384Kbps).
    - DSL
    - SDSL
    - IDSL
    - ADSL
    - Equipment (CPE)
  - Security (Firewall) Solutions
- **Residential Services:**
  - Internet Connections
    - ADSL (line sharing)
      - Telesurfer with up to 608 kbps downstream & 128 kbps upstream
      - Telesurfer Plus with up to 1.5Mbps downstream & 128 Kbps upstream
      - Telesoho with up to 1.5Mbps downstream & 384 Kbps upstream
    - Equipment (CPE)

Website Source(s): [www.covad.com](http://www.covad.com)

**Cox RI Telecom:** With one of the highest-capacity and most reliable broadband delivery networks in the world, Atlanta-based Cox Communications, Inc. is among the nation's largest broadband communications companies, serving 6.2 million customers in more than 20 states. In addition to providing advanced communications services, Cox is an investor in several leading programming networks, including Discovery Channel, and is a stakeholder in a variety of technology companies, such as Sprint PCS. Cox Business Services (providing Carrier services) is a facilities-based provider, utilizing BGP routing over multiple connections to network access points (NAPs). Cox Business Services offers a pure point-to-point fiber-optic connection from their network directly to your customers.

Product / Service Offerings:

- Digital Telephone Service--Residence Local Exchange Service
  - One Rate Unlimited In-State Toll
  - Calling Features
  - Wire Assurance Plan
  - Long Distance-International
  - Connection 2000—Unlimited Local Calling (in and out of state long distance) and 5 Calling Features.
  - Calling Card
  - Operator Assist
  - Directory Assistance
  - Easy Pay-Electronic Payment service
  - High Speed Internet Service for Home
    - Upstream data transfer speeds of approximately 256 kilobits per second ("Kbps")\* and downstream speeds of approximately 3 megabits per second ("Mbps"), up to 100 times faster than a 28.8 Kbps modem.
    - No Phone Line Required
- Business Telephone Line Service
  - Local:
    - Business Telephone Line with DA and E911
    - Centrex-3 different packages, and a la carte features
    - DS1
    - ISDN-PRI (Optional Features available)
    - Trunks (Optional Features available)
    - Voice Mail.
  - Long Distance Telephone, including calling cards and operator services
  - Advanced Voice and Data Transport
  - High Speed Internet Access
  - Data Services:
    - Private Line-DS1, DS3, OC3
    - Fast Ethernet, FDDI, Frame Relay, ATM
    - Transparent LAN services (ethernet and token ring)
    - VPN

- Integrated Voice, Video and Data
- High Speed Internet (T1, 10Mbps, and more) and Web Hosting
- Commercial Building Program

Cox RI Telecom. (continued)

Products / Services Offered:

- Carrier Services:
  - Private Line
  - Access Services
  - Interconnection
- Commercial Building Services
  - Collocation (available in select markets)
- Web Conferencing
- Digital Cable Service
  - Programming--Access to over 240 channels of entertainment, the latest information, and events.
  - Music Choice—A selection of 45 channels to choose from, including every possible genre under the sun: Blues, Jazz, Hot Hits, 70's, 80's, Country, Kids Music, Alternative, Spanish, World...etc.
  - Interactive Programming
  - Pay Per View
  - Premium Packages
  - HDTV in 2003

Website Source(s):

[www.cox.com/NewEngland](http://www.cox.com/NewEngland), [www.coxbusiness.com/systems/ri\\_rhodeisland/](http://www.coxbusiness.com/systems/ri_rhodeisland/)

**CTC Communications** is a facilities-based CLEC that has been marketing voice and data services to businesses for over 20 years. CTC operates throughout the Northeast and Mid-Atlantic states, has an industry leading CLEC market share, and industry leading customer satisfaction level. CTC is a rapidly growing "next generation" Integrated Communications Carrier utilizing advanced technology and providing its customers with converged voice, data, Internet and video services on a broadband, packet-based network, called the PowerPath® Network. The Company serves medium to larger business customers from Virginia to Maine, which includes the most robust telecommunications region in the world, the Washington D.C. to Boston corridor.

Product/Service Offerings: Business

- PowerPath - Delivers a high-speed ATM, broadband network to your business location, allowing for the consolidation of all your data, Internet, video and long distance voice requirements over a single high-speed ATM (asynchronous transfer mode) facility at your site.
- Intelliview—On-line billing and account management
- Internet Service--Access speeds range from 64 Kbps to 45 Mbps, enabling you to choose the bandwidth necessary to serve your business applications. In addition, upgrading your connection is simple and in most cases CTC is capable of increasing your bandwidth requirements with just a phone call.
- Voice:
  - Local Access Line: Local Phone Service, DID, ISDN, Optional Features, Calling Plans, Converged Billing
  - Domestic and International Long Distance Outbound Calling: Switched Access, Dedicated Access, Converged Service, Account Codes, Security Codes, Options and Features, Converged Billing
  - 800 Toll Free Service (Switched and Dedicated)
  - Private Line Service (tie lines, off prem. Extensions, alarm/security circuits, ring down circuits, bridge line circuits, other regionally available services)
  - Calling Card Service
  - Network Analysis
- Data:
  - Frame Relay
  - ATM
  - Inverse Multiplexing over ATM (IMA)
  - Digital Private Line: From 56K to T3
- Conferencing
- Advanced Technology Center: Offers businesses a carrier class facility to house websites, collocate servers and provide backup and restoral solutions for mission critical applications. From this facility, CTC will also provide professional website development and maintenance services and soon fully managed firewall and storage solutions.
- Vertical Market Solutions: Bank, Education, Health, Legal, Manufacturing, Retail.

Website Source(s): [www.ctcnet.com](http://www.ctcnet.com)

### **Digital Signal Communications (DSCI Corporation)**

- **Digsig Company**
- **(Digital Broadband)**

**DSCI** provides integrated communications solutions for your business, with one bill and one source for all your telecommunications needs. DSCI provides a complete, customized communications solution by offering a full range of voice, Internet, data, network integration and monitoring services.

#### Product/Service Offerings:

- Voice
  - Local Service
    - Business Lines
    - Trunks
    - ISDN
    - Centrex
  - Toll Free
  - Long Distance
    - Switched
    - Dedicated
    - Toll Free
    - Calling Card
  - Discounted Bundling of Local and Long Distance
- Internet and Data Services
  - Internet Access
  - Point-to-Point
  - Frame Relay
  - ISDN
  - Dial-up
- Systems Integration
- Virtual LAN Management
- Consulting Services

Website Source(s): [www.dscicorp.com](http://www.dscicorp.com)

**DSLnet, Inc.:** Based in New Haven, Conn., DSL.net, Inc. is a high-speed data communications and Internet access provider which uses digital subscriber line technology to provide high-speed Internet access solutions to small- and medium-sized businesses, throughout the United States. DSL.net allows smaller businesses to migrate their operations online and more equally compete in the Internet economy.

Product/Service Offerings:

- Broadband Solutions
  - High Speed Internet Access
    - DSL (symmetric)
  - T1 (1.544 Mbps)
  - Enhanced Email (delivers standard POP-3 email and web-based email from virtually anywhere in the world). Includes advanced messaging and storage.
  - Web Hosting-- Manages the day-to-day technical administration of your web site. Three web-hosting packages are available.
  - Firewall—Firewall protection/security solution
- Data Backup and Recovery
  - Safeguarding of Mission-critical data. Provides secure, continuous data backup and archival storage.
- Dial-up Internet Access
  - NETgain Dial-Up--Uses traditional phone lines which easily lets the business traveler connect to the Internet anytime, anywhere
- Domain Name Service Management

Website Source(s): [www.dsl.net](http://www.dsl.net)

**Eastern Telephone, Inc.** is an independent telecommunications company supplying vital communication services to residents and businesses. Eastern Telephone has sought out opportunities in the marketplace and moved fast to command presence and growth. Eastern is a *Resale* local exchange telecommunications service providing basic exchange services to both residence and business. **ServiSense**, a division of Eastern Telephone Inc., provides local and long distance telephone, bringing customers a better way to manage, and save, on their telecommunications needs by supplying to their members services that are purchased in bulk.

Product/Service Offerings:

- **Residential Services**
  - Local Telephone Service—All of the products, calling plans and services as provided via Resale.
  - TelTrust/Wire Plus Inside Wire Protection Plans
  - Long Distance Service, Long Distance PINs
  - Internet Access
  - High Speed Access/DSL – (ServiSense: available in select areas)
  - Dial-Up (Eastern Telephone)
  - Paging--2Way, Local and National
  - Web Hosting
  - Local and Long Distance Bundling
  - ServiSense Calling Card
  - Optional Features
- **Business Services**
  - Local Telephone Service—Eastern has created calling plans and will also honor all of the same commercial calling plans as other providers.
  - Long Distance Service, Long Distance PINs
  - Local and Long Distance Bundling
  - Internet Access
  - High Speed Access
  - Dial-Up
  - Switch Management for all lines
  - Paging--2 Way, Local and National
  - Web Hosting
  - Telecommunications Management Services (to multi-site retail chains, franchises, and food service businesses)
  - Private Branding—Enabling others to enter into the Telecommunications Business with little or no knowledge.
  - ServiSense Calling Card
  - Optional Features
- **Wireless Service**

Website Source(s): [www.east-telcom](http://www.east-telcom), [www.servisense.com](http://www.servisense.com)

**United Systems Access, Inc. (USA)** is the alternative for residential and business telephone customers from Maine to Virginia. The company has grown dramatically since its incorporation in early 2001, relying on experience, technology, and an ironclad commitment to its "Customer First" philosophy to ensure consumers both competitive pricing and responsive customer service. USA has successfully acquired the assets of multiple bankrupt service providers preventing service interruption and rate increases for over 100,000 residential and business telephone customers. These companies are now being operated under the USA brand at a profit while delivering both low rates and superior customer service. USA

**Formerly: Essential Com** was a *Reseller* providing basic exchange services to both residence and business. "Essential filed for bankruptcy protection on June 29<sup>th</sup>, but did not post any notice of the bankruptcy or sale of the customer list on their Web site until November 26, 2001".

Product/Service Offerings:

- Local Service (unlimited and measured)
- Long Distance Service
- Internet Access
- Wireless
- Bundled Services

Website Source(s):

[www.essential.com](http://www.essential.com);  
[www.journalism.missouri.edu/advertising/United\\_Systems\\_Access.txt](http://www.journalism.missouri.edu/advertising/United_Systems_Access.txt);  
[www.essentiallygone.com](http://www.essentiallygone.com)  
[www.thedigest.com/more/128/128-061.html](http://www.thedigest.com/more/128/128-061.html)

**Essex Communications d/b/a eLEC Communications** is a full-service telecommunications company headquartered in Norwalk, CT. In the year 2000, eLEC filed as a facilities based carrier in more than 35 states to build a national telecommunications company with ubiquitous service. eLEC utilizes the same reliable network that companies have always used, by leasing the loop, switch, and other network elements on an as-needed basis from the local Bell operating company. eLEC offers local calling, long distance calling, calling cards, email service, Internet dial-up service, high-speed Internet service, Web site design and Web site hosting.

Product/Service Offerings:

- **Business Services:**
  - Voice Services
    - Local Phone Service
    - Long Distance
    - Calling Cards – Local and Long Distance
  - Data Services
    - DSL
    - Dedicated Service
    - T1
    - Frame Relay
    - ISDN
    - Dial Up
  - Internet Services
    - Web Hosting, Web Design, Hosted Services (Email)
  - Extra Services
    - Sale and Service of Equipment
    - QuillPage (provides you a web page)
    - Management Reports
    - Consolidated Invoicing
- **Residential Services**
  - Local Phone Service
  - Long Distance
  - Calling Card
  - DSL
  - Dial Up Internet Access

Website Source(s): [www.elec.net](http://www.elec.net)

**GLOBAL Crossing** provides telecommunications solutions over the world's first integrated global IP-based network, which reaches 27 countries and more than 200 major cities around the globe. Global Crossing serves many of the world's largest corporations, providing a full range of managed data and voice products and services. Global Crossing operates throughout the Americas and Europe, and provides services in Asia through its subsidiary, Asia Global Crossing. Global Crossing is a *facilities-based*, Competitive Local Exchange Carrier, with a wholly-owned fiber-optic infrastructure. Global Crossing filed for Chapter 11 bankruptcy protection in January of 2002.

Product/Service Offerings:

**Commercial Services**

- Voice Services
  - Direct Dial-Worldwide Seamless Service/National and International
    - National: local, interstate, and intrastate calling (connect to in-country, in-state, or out-of-state locations)
  - Toll Free-National and International
    - Full range of switched and dedicated toll free services, and enhanced toll free routing features
  - Calling Cards
- Capacity Services
  - Private Line
    - Dedicated, Point-to-Point with speeds of T1, E1, STM-16, OC-48 SDH/SONET
  - Wavelength—Highspeed/High Bandwidth (2.5 or 10 Gbps)
  - Collocation—Carrier grade collocation facilities to get you into service quickly.
- Data Services
  - IP VPN
  - Internet Access (Dedicated, Internet Dial)
  - Frame Relay
  - ATM
- Access Services (Local and Metro Services: Collocation, Local Loop, POP Interconnection, Dedicated Internet Access, IP Transit, ATM, Private Line)
- Conferencing Services (Audio, Web, Video)

**Network Services**

- Network Management
- Interactive Network Map
- IP Network Performance

**Continued on next page**

## Global Crossing (continued)

### Products / Services Offered:

#### **Carrier Services**

- Competitive Originating and Terminating Rates at the Carrier level.
- Link Calling Card
- IP Origination
- CIC Transport
- Switchless 1+
- Carrier Outbound
- Toll Free
- Toll Free Pin
- Indirect Access
- Access Services: Connectivity from DS1 to OC192, Local Access, Integrated T1, Metro Access
- Data Services
- Capacity Services

Website Source(s): [www.globalcrossing.net](http://www.globalcrossing.net), [www.globalcrossing.com](http://www.globalcrossing.com)

**Global NAPS, Inc.** is a national CLEC. Global NAPS maintains its own SS7 network. Global NAPS' primary focus is high usage high volume business customers. The Company provides voice and data services along with the infrastructure to fully support customer needs. Global NAPS' customers include many national, regional and local businesses that require the unique combination of services in both the packet switched data and the circuit switched voice disciplines.

Product/Service Offerings:

- Internet Backbone Bandwidth (T1 to OC3)
- Collocation ("Carrier Neutral, No Hassle Environment")
- Private Line Services (DS3, OC3, OC12, OC48, ITU and full ITU Lambda)
- Equipment
- IntraLATA Toll
- Pre-Subscription Service
- T1
- T3
- ISDN PRI
- 10 Mbps Service
- OC-3

Website Source(s): [www.gnaps.com](http://www.gnaps.com)

**HocNE/Choice One Communications, Inc.** is an Integrated Communications Provider (*ICP*) offering a full array of local, long distance, high-speed data (including DSL), web hosting, design and development services to small and medium-sized Companies in the Northeast and Midwest United States. Choice One currently provides service to clients in thirty 2<sup>nd</sup> and 3<sup>rd</sup> tier markets in eleven states where there are fewer competitors than in larger metropolitan areas. Choice One has chosen to target small and medium sized-business because they are typically underserved by the incumbent local exchange provider (Baby Bell or Local Independent).

Product/Service Offerings:

- Residential and Business Network Switched Services Local Calling Service
  - Measured and Flat Rate
  - Custom Calling Features
  - CLASS Features
  - Directory Assistance, Directory Listing
  - Operator Service
  - Voice Mail
  - Blocking
  - Vanity Number
  - Optional Dialing Plans
- IntraLATA Toll (affiliate provider)
- Long Distance (affiliate provider)
  - Choice1Plus-1 Plus Dialing, Toll Free Calling, Calling Cards
- Dedicated T1 Service
- Internet Access
  - DSL (NetJet)
  - Dedicated T1
  - VPN
  - Wholesale DSL (ChoiceOneDSL)
- Web Development, Web Hosting and Design, Email
- Bundled Services
- Electronic Invoicing
- PBX Trunks
- ISDN-PRI (business)
- Directory Assistance, Directory Listing
- Switched and Dedicated Access Service
  - Switched Access
  - DDS, DS1, DS3, Digital Type 1 and 2 channels, Fractional T1, Multiplexing
  - CPE
  - Special Construction
  - Billing and Collection Services
  - Packet Data Services (DSL)

Website Source(s): [www.choiceonecom.com/](http://www.choiceonecom.com/)

**Lightyear Communications** is a national team of telecom consultants and customer service experts dedicated to one goal: helping customers build their businesses through the use of leading edge, converged communications services. Founded in 1993 as UniDial Communications, Lightyear is now one of the country's fastest-growing integrated communications enterprises, with more 300,000 customers nationwide. Headquartered in Louisville, KY, Lightyear products are sold through our national direct sales force and Independent Authorized Agents, as well as other alternate sales channels.

Product/Service Offerings:

- **Local Service**
  - Local Calling
  - Regional Toll
  - Calling Features
- **Voice**
  - Long Distance
    - Outbound Switched, Originating, Operator Assisted Calls
    - Direct Access-Outbound dedicated T1 service
  - Toll Free
    - Inbound Switched, Originating, Vanity 800 Numbers
    - Direct Access Toll Free-Inbound dedicated T1 service
- **Calling Card**
- **Data Services**
  - Private Line (DS0, DS0 VF, DS1, DS3)
  - Frame Relay
- **Internet**
  - Dial-Up
    - ISDN
  - Dedicated
  - Web Hosting
  - Email
- **Enhanced**
  - Online Call Data Detail Analysis & Reporting
  - Conference Calling
  - Fax Services
- **Network**
  - Communication Administration and Support Services
  - Internet & Private Label Service
  - Enhanced Voice Messaging
- **Agent Program/Services**

Website Source(s): [www.lightyearcom.com](http://www.lightyearcom.com)

**Line One LLC** is a reseller that offers local service to Residence and Small Business Markets.

Product/Service Offerings:

- **Local Service-Prepaid**
  - Local Calling
  - Regional Toll
  - Calling Features

Website Source(s): NONE

**Log On America** is a full service provider of end-to-end business communication technologies. Log On America delivers a unique end-to-end customer experience from consultation through professional, managed services. Their expertise lies in a wide array of business communication services all of which may be customized and scaled to the specific needs of your business today and in the future. On 2/27/02 Log On America announced that **EarthLink**, one of the nation's leading Internet service providers, would acquire its existing residential dial-up customer base. In addition, Log On America has contracted to provide ongoing wholesale communications services to support these subscribers. EarthLink brings the magic of the Internet to approximately 4.8 million subscribers every day. Headquartered in Atlanta, EarthLink provides a full range of innovative access, hosting and e-commerce solutions to thousands of communities over a nationwide network of dial-up points of presence, as well as high-speed access and wireless technologies.

Product/Service Offerings:

- **Business Service**
  - Local Dial Tone
    - 911, Directory Assistance, Directory Listing, Operator Services
  - Instate Toll
  - Long Distance
  - Call Management Features
  - Centrex
  - PBX
  - Telephone and Voice Mail Systems
  - Managed Solutions
- **Home and Business**
  - DSL High Speed Internet Access
  - Voice/Data Systems for Home office and Commercial business
- **Internet Service**
  - Frame Relay Broadband – 56K to DS3
  - T1 Dedicated Access
  - Server Collocation
  - Shared Web Hosting
  - Website Design

Website Source(s): [www.loa.com](http://www.loa.com) and [www.earthlink.net](http://www.earthlink.net)



**Cellular Rentals Inc, d/b/a Metro Teleconnect** is an is an alternative local telephone company offering basic service with unlimited local calling, and a variety of options. Home telephone service is provided on a prepaid basis.

Product/Service Offerings:

- Prepaid Unlimited Local Service
- Optional Features: Call Waiting, Call Forwarding, Calling ID, Three Way Calling, Unpublished Number, Speed Dial, Call Return
- Directory Listings
- Full Range of Home Telephone Services
- Customer Referral Program
- Toll Free Service-Only when available in customer's service area.

Website Source(s): [www.metrotelco.com/home.htm](http://www.metrotelco.com/home.htm)

**GroupTel/NECLEC** is a rapidly expanding Northeast facilities-based communications and energy marketplace offering a broad range of branded essential communication and utility services to residential and business customers. GroupTel currently provides its customers with a range of telecommunications and information services, including local and long distance telephone, high speed data, broadband and traditional Internet access, related e-commerce services, electricity and wireless. GroupTel offers telecommunications services in addition to Internet access and energy services. Additional services planned for short-term implementation are cellular wireless telecommunication and cable access. GroupTel currently has data switching facilities in established in Hingham Massachusetts, New York, Virginia and Florida Metropolitan Statistical Areas and plans to commence operations in four (4) additional Metropolitan Statistical Area (MSA) markets by the end of Q4/02. Company currently offers local and domestic long distance voice telephone services as a Competitive Local Exchange Carrier (C-LEC), domestic and international voice telephone services as an Inter Exchange Carrier (IXC), high-speed data services as a Data Local Exchange Carrier (D-LEC), switched access services as a Competitive Access Provider (CAP), Internet access and related services as an Internet Service Provider (ISP) and converged services as an Integrated Communications Provider (ICP). GroupTel provides residential and commercial customers with a complete infrastructure, including all necessary equipment and services, to establish and maintain their digital voice and data communications.

Product/Service Offerings:

- Local Voice and Data Service-Residential and Commercial
  - Providing a complete infrastructure, including all necessary equipment and services, to establish and maintain digital voice and data communications. Call Waiting, Call Manager, Caller ID, Home VoiceMail
- DSL-Home, Home Office, Small and Medium Business
  - High speed residential
  - High speed symmetric with 6 data rates
- Long Distance
  - Domestic
  - Flat Rate – Local and Regional
  - International
- Leased Lines (both Frame Relay and Point-to-Point)
  - 56K, 384K, T1, T3
- Other Services
  - Cellular Service, Paging Service, Voice Mail Services, Equipment Sales and Rental, Voice and Data Cabling, PBX installation, Internet Access, Wan Applications, Multiplexing, ILEC & LEC Billing audits, PBX needs assessment, Internet needs assessment, Overall telecommunications assessment, Energy Services.
- Resale, Wholesale and ICB Pricing Available

Website Source(s): [www.neclec.com/business](http://www.neclec.com/business), [www.neclec.net](http://www.neclec.net), [www.grouptel.net](http://www.grouptel.net)

**Cavalier Telephone** is a local telephone company headquartered in Richmond. Cavalier was founded with the specific mission of bringing residential and business customers a choice in local telephone providers, bringing an end to one of the country's oldest monopolies. Cavalier Telephone is a facilities-based Competitive Local Exchange Carrier (CLEC), utilizing the latest in digital switching equipment. Cavalier is able to provide telephone and Internet service over their own fiber-optic network.

- **Cavalier Telephone** announced on January 21, 2002, today that it has completed the acquisition of Herndon, Virginia based carrier, **Net2000 Communications**. At the Rhode Island PUC's Open Meeting held on January 11, 2002, Net2000 filed a petition to transfer its assets and customer base to Cavalier. After review, Commission Racine moved to approve the petition with the condition that Cavalier Telephone register for authority to operate in RI.
- **Broadview Networks**, a network-based electronically integrated communications provider (e-ICP), announced on January 28, 2002 that it has purchased some of the Net2000 Communications assets recently acquired by **Cavalier Telephone**, a privately held competitive local exchange carrier based in Richmond, Va. The purchase includes network equipment located in the Northeast, which Cavalier acquired in a bankruptcy sale from Net2000 Communications, Inc.

Product/Service Offerings:

- Local Telephone Service-Residential
  - Unlimited local calling
  - Calling Features
- Local Telephone Service - Business
  - Business Trunks
  - PBX, DID
  - Foreign Exchange
  - Multiline Hunt Groups
- Long Distance
- DSL – Residential and Business
- Internet Access
  - 56K (Residential 56K offers unlimited local calling & discounted LD)
  - 128K ISDN
  - DSL
  - Internet Caller ID
  - WebHosting
  - Domain Management
  - Email
- High Speed Data Service
  - T1 to OC3
  - ISDN
  - Frame Relay
  - ATM

Website Source(s): [www.net2000.com](http://www.net2000.com), [www.cavtel.net](http://www.cavtel.net),  
[www.ripuc.org/minute/011102.pdf](http://www.ripuc.org/minute/011102.pdf)

**Broadview Networks** is a network, electronically-integrated communications provider (e-ICP) serving small and medium-sized businesses and communications-intensive residential customers in the northeastern and mid-Atlantic United States. The New York City-based company offers integrated communications solutions, including local, long-distance and international voice services; data services; and dial-up and high-speed Internet services using digital subscriber line (DSL) and other advanced technologies. Customers receive a single, easy-to-understand bill and have one point of contact for real-time, personal customer care.

- **Broadview Networks** announced on March 20, 2002 that the bankruptcy court in Delaware has issued a sale order that approves its bid for the assets of **Network Plus Corp.**, the Randolph, Massachusetts-based communications provider that filed a voluntary petition with the court in February.
- **Broadview Networks** announced January 28, 2002 that it has purchased some of **the Net2000 Communications** assets recently acquired by **Cavalier Telephone**, a privately held competitive local exchange carrier based in Richmond, Va. The purchase includes network equipment located in the Northeast, which Cavalier acquired in a bankruptcy sale from Net2000 Communications, Inc
- **Network Plus, Inc.** is a network-based integrated communications provider headquartered in Randolph, Massachusetts. Network Plus offers broadband data and telecommunications services, primarily to small and medium-sized business customers located in major markets in the Northeastern and Southeastern regions of the United States. Network Plus's bundled product offerings include local and long distance service as well as enhanced, high-speed data and internet services.

The combined company has over 300,000 customer voice and data access lines, and serves customers through more than 200 Central Offices in 7 northeastern states (Massachusetts, New York, Connecticut, New Jersey, Pennsylvania, Rhode Island, and New Hampshire). Superior state-of-the-art products, like digital subscriber line (DSL) technology, voice-over DSL (VoDSL), Voice and Data T1, and of course, business telephone lines and long distance service, are all available to a wide area of businesses of all sizes—all run by a reliable and high-technology network.

#### Product/Service Offerings:

- Local Phone Service
- Regional Toll
- Long Distance-Domestic & International
- T1-Voice & Data
- Voice over DSL
- Calling Cards
- Toll Free Services
- Calling Features
- Voice Mail
- Integrated Bundling of Residential Services (Voice, Internet, HiSpeed Internet)
- Data and High Speed Internet
  - Dial Up Service, ADSL, SDSL, Voice over DSL
- Web Hosting

Website Source(s): [www.networkplus.com](http://www.networkplus.com), [www.broadviewnet.com](http://www.broadviewnet.com), [www.nwp.com](http://www.nwp.com)

**MetTel**--As the Interconnect industry has evolved and introduced technologies such as CTI (Computer Telephony Integration), PC based Voice Mail, Call Accounting and Line Management, MetTel has embraced and conquered these challenges. MetTel offers in house expertise which excels in all areas of modern networking inclusive of all your data communication requirements.

- MetTel announced May 1, 2001 that it signed a definitive agreement to acquire certain assets of **North American Telecommunications Company ("NATELCO")**.

Product/Service Offerings:

- Collocation
- Key Products
  - Voice Mail Systems
  - Call Accounting
  - Call Centers
  - Computer Telephone Integration Applications
  - PBX Switches
  - Key Systems
- Technical Service Offerings
  - Contracted Maintenance
  - Training
  - Upgrades
  - Add-Ons
  - Moves and Change
  - Cabling Design and Installation
  - Voice and Data Network Design and Consulting
  - Voice and Data Systems Installation
  - Dial-In Support and Service
  - Warranty Repair Trouble Shooting
  - Carry-In Service

Website Source(s): [www.mettel.net](http://www.mettel.net)

**NEON (formerly NorthEast Optic Networks)** is a facilities-based "carriers' carrier" that provides high bandwidth fiber optic capacity for lease to carriers on its interstate, intrastate and local loops from Portland, ME to Boston, MA, Hartford, CT, Providence, RI and into New York City. NorthEast Optic Network, Inc. has completed the reorganization of its corporate structure, as a result of which NEON Communications, Inc. became its parent holding company and NorthEast Optic Network, Inc. changed its name to "NEON Optica, Inc." NEON Communications, Inc. ("NEON") owns and operates a technologically advanced fiber optic network in twelve Northeastern and Mid-Atlantic states. With a continuous fiber link from Portland, ME, to Boston, MA and on to New York City and Washington, DC, the NEON network reaches more than 500,000 businesses and 18 million households in the dense Mid-Atlantic and Northeast market.

Product/Service Offerings:

- SONET Private Line Service
- Central Office Access Service--Wholesale, high bandwidth private line connections
  - OC3 to OC48
  - Electrical DS1
- Lambda Service (a "virtual fiber" service, providing transponder-based 2.5 Gbps and 10 Gbps optical wavelength capacity)
- Ethernet Private Line Service
  - Point-to-Point Ethernet at 50 or 100 Mbps
- SONET Virtual Private Network Service
- Network Control Center Service
- Collocation--State-of-the-art collocation centers strategically located to facilitate high bandwidth connectivity to the NEON network, carrier hotels, local switch offices, and numerous service providers.
- Dark Fiber



**One Star Communications, LLC** has been providing Long Distance since 1982 and has recently expanded both their areas of service and types of service. In addition to Long Distance, they now offer Local Phone Service, Internet, and value added Bundled Services. OneStar's goal is to continue to expand the services and benefits they offer to their customers.

Product/Service Offerings:

- Local Service (Residential & Business)
- Custom Calling Services
- LATA-Wide Calling/LATA Wide Calling plans
- Voice Mail
- Bundling of Long Distance, Local and Internet Services
- Centrex
- Internet
  - Dial Up
  - DSL
- Long Distance
  - Travel Card
  - Toll Free Numbers
  - International Calling
  - Conference Calling
  - Prepaid Promotional Calling Cards
- Wholesale Services--Viable carrier service alternatives to switchless and facility based carriers.
  - Voice and Transport:
    - Competitive Rate Programs
    - Extended Domestic Origination and Termination
    - International Origination and Termination
    - Nationwide CIC & sub-CIC
    - Private Line/Broadband
    - ATM Service
    - Multiple Switch and POP Meet Points
    - Collocation Service
    - Domestic and International Travel Card Services
    - Prepaid / Postpaid Card Service
    - Advanced Toll Free Service
    - Audio Conference Calling Service
    - Internet and Data (IP Bandwidth, Dial up, DSL)

Website Source(s): [www.onestarld.com](http://www.onestarld.com)

**Optimum Global** d/b/a/ The Local Phone Company, is a reseller that offers Prepaid local service.

Product/Service Offerings:

- Basic Local Service-Residence & Business
  - A single voice grade channel and access to unlimited local calls, 911/E911, and toll free 800 calls.
- Long Distance-prepaid
- Toll-prepaid

Website Source(s): NONE

**PaeTec Communications, Inc.:** Based in Fairport, NY, PaeTec Communications, Inc. is an integrated communications provider offering broadband services, including advanced voice and video, enhanced data, and communications management services to medium-sized and large businesses, colleges and universities, hospitals, governmental organizations and affinity groups. PaeTec serves customers in 27 markets, including: Albany, Baltimore, Boston, Buffalo, Chicago, Connecticut, Fort Lauderdale, Long Island, Los Angeles, Miami, New Hampshire, New Jersey, New York City, Orlando, Orange County, Philadelphia, Pittsburgh, Rhode Island, Rochester, San Diego, Northern Virginia, Syracuse, Washington DC, and Western Massachusetts. On 4/9/2002, PaeTec announced that it has installed 272,448 access line equivalents on its network as of March 31, 2002. This represents an increase of 17% over the 232,848 access line equivalents in service as of December 31, 2001.

Product/Service Offerings: Business

- Voice Services/Advanced Voice Services
  - Local Dial-tone Service
  - Hunting, Additional Local Features, Forwarding Features
  - Conference Calling
  - Operator Services
- Data Services
  - High Speed Internet
  - VPN Services over T1 and Fractional T1
  - Frame Relay
- Long Distance
- 800 Service
- Internet Access
  - Dedicated – From 64K to OC3
- Internet Circuit Utilization Reports
- Domain Name System Services
- CPE
- Wholesale Services: Collocation, Local Resale, IP/ISP Services, Switched Termination
- CampusLink Resale Service
- Strategic Market Services
  - Hospitality/Hotel Routing Service
  - Healthcare Services
  - Higher Education Services
  - Financial
  - Government

Website Source(s): [www.paetec.com](http://www.paetec.com)

**RNK Telecom** is a *Reseller* of Local Exchange Service.

Since 1996, RNK has provided local telephone service to business and residential customers in the New England area.

Product/Service Offerings:

- Retail Local Service (Business & Residence)
- Regional Toll (Business & Residence)
- ISDN
- DS1
- DS3
- Enhanced Voice Mail services
- Personal Voice Greeting
- Vision Community Service Connections
- Prepaid Calling
  - 800 Ring Me
  - Dial Around the World Prepaid Calling Cards
  - Prepaid Calling Cards
  - Prepaid Custom Calling Card
  - Prepaid LD
- Prepaid Internet
- Data and ISP Services
  - Collocation
  - ISP Solutions
  - Facilities based DS1 and DS3 connectivity
  - Equipment Collocation
  - Modem Pooling
  - Local Access numbers
  - IP's

Website Source(s): [www.rnktel.com](http://www.rnktel.com)

**United States Telecommunications Inc. d/b/a Tel Com Plus** is a Reseller providing prepaid local service to customers.

Product/Service Offerings:

- Basic Local Service-Residence & Business
  - A single voice grade channel and access to unlimited local calls, 911/E911, and toll free 800/888 calls.
- Custom Calling Services
- Long Distance-prepaid
- Calling Cards-prepaid

Website Source(s): NONE

**Telergy** is a premier facilities-based provider of advanced optical network solutions in the northeastern United States and Canada. Telergy's OpticalNet suite of services are delivered over our network which is designed to integrate last-mile private network builds with local metropolitan rings and long distance telecommunications facilities. From dark fiber to managed multi-protocol transport services, from voice to video to data storage networks to the Internet, Telergy combines the finest attributes of information technology to create the best value proposition for meeting your customers' mission critical requirements.

Telergy has grown to more than 600 people supporting offices in Syracuse, Buffalo, Albany, and New York, NY as well as Providence, RI and Montreal, Canada.

- Since October 26, 2001, Telergy Metro LLC, Telergy Network services Inc, and Telergy Central LLC have been operating under the protection of bankruptcy laws.

#### Product/Service Offerings:

- **Voice**
  - Business Local
    - Optional Services
    - Bundled Packaging
  - Long Distance (Business)\*
    - Regional Toll
    - State-to-State
    - International
    - Dedicated Access to High Volume LD Customers. Customer to POP via DS1, DS3 and Ocx.
    - Toll Free Service – Basic and Enhanced
    - Travel Cards and Travel Card Service Plan
    - Service Plans (Switched Basic, Switched Toll Free, Dedicated Basic, Dedicated Toll Free)
  - Centrex
  - Voice Messaging
  - ISDN-BRI, ISDN-PRI
  - PBX Services
    - DID, DOD, DID/DOD, Solutions for all your PBX trunking needs
  - Integrated Access-- Integrated T1 providing dedicated access for bundled local, long distance, in-bound toll-free service and Data/Internet access over one facility.
- **Data**
  - Dark Fiber
  - Private Lines (T1, T3, OC3, OC12, OC48, OC192)
  - Frame Relay
  - DSL/XDSL
  - ATM
  - Integrated Access-T1

\* Note: As of November 1, 2001, Residential Service no longer offered.

**Continued on Next Page**

## Telergy, (continued)

### Products / Services Offered

- Internet Access (Dedicated, FRS, ATM, Integrated T1)
  - Ethernet
  - High Speed Internet (speeds of T1 and T3, fractional or full, SONET)
- Enhanced
  - Data Storage Services
  - Application Hosting Services
- Carrier /Wholesale
  - Dark Fiber
  - Conduit
  - Private Line Capacity
  - Wavelengths-Dim Fiber
  - Broadband Video Transport
  - Terminating Minutes
  - CAP Services
  - Colocation
  - Video Streaming
  - Wholesale DSL
  - Internet Access
  - FR/ATM
  - Gigabit Ethernet

Website Source(s): [www.telergy.net](http://www.telergy.net)

**G4 Communications** a leading provider of Internet services in New Hampshire has announced its acquisition of a large portion of **Vitts Networks** assets. This acquisition will enable G4 Communications to inexpensively build both their high-speed data network and their customer base throughout the Northeast. G4 Communications has been providing Internet services, including T3, T1, DSL, ISDN, digital phone systems, and hosting services since 1996. G4 is the parent company of **Metro2000**.

- **Vitts Networks**, which was located in Manchester, New Hampshire, filed for Chapter 11 bankruptcy in February of 2001. The company provided Internet services for 3,000 customers. Vitts Networks, Inc. terminated all services to customers on May 9, 2001 at 5:00 p.m.

Product/Service Offerings:

- High Speed Internet Service-Business
  - DSL (144 Kbps to 2320 Kbps)
  - T1 (270 Kbps to 1550 Kbps)
  - T3 (1500 Kbps to 6000 Kbps)
  - Fiber—DS3, OC3, OC12, Fast Ethernet, Gigabit Ethernet)
- High Speed Internet Service-Residence
  - DSL
- Managed Services
  - Security
  - Firewalls
  - VPNs
  - Network Address Translation
- Internet Hosting
  - Web Hosting
  - Dedicated Servers
- Collocation
  - Shelf-based
  - Rack-based
- Voice
  - “G4 is currently gearing up to offer...unparalleled voice technology services”
    - Long Distance
    - Calling Cards
    - Voice Data T1

Website Source(s): [www.vitts.com](http://www.vitts.com), [www.G4communications.com](http://www.G4communications.com), [www.metro2000.net](http://www.metro2000.net)

**Z-Tel Communications/Z-Tel Technologies Inc.** is an unbundled network element platform (UNE-P)-based competitive local exchange carrier (CLEC). The company leases network assets from incumbent carriers to provide voice and data services. The firm maintains subscriber lines in 38 states in the US. The Company is a provider of advanced, integrated communications services, primarily to residence customers. The Company offers local and long distance services in combination with enhanced communications features accessible through the telephone, the internet and certain personal digital assistants. Among Z-Tel's offerings are the Z-LineHome service, Z-Line BUSINESS and Touch1 Long Distance. Z-Tel is also focusing on its wholesale services and it is providing access services for MCI Group, a unit of WorldCom, which has entered the local phone business.

Product/Service Offerings:

- Local Service – Residence and Business
- Custom Calling Features
- Regional Toll
- Long Distance Service
- Web-accessible Voicemail
- Access Cards

Website Source(s): [www.z-tel.com](http://www.z-tel.com),

<http://yahoo.marketguide.com/MGI/busidesc.asp?target=/stocks/companyinformation/busidesc&Ticker=ZTEL>

